

Message Text

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PAGE 01 MOSCOW 17457 022205Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----037602 031008Z /23

R 021157Z DEC 77
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 5187
USDOC WASHDC
INFO AMCONSUL LENINGRAD

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USDOC FOR BEWT/USSR (HEISS), AND USDOC/TPD (ROBB)

1. REGIONAL SALES MANAGER FOR I.T.T. RAYONIER INFORMED COMOFF NOVEMBER 26 THAT FIRM HAS JUST SIGNED \$15.5 MILLION CONTRACT WITH SOVIET FOREIGN TRADING ORGANIZATION EKSPORTLES FOR THE DELIVERY OF 35,000 TONS OF WOOD PULP TO USSR IN 1978. OF THIS AMOUNT 25,000 TONS WILL BE CELLULOSE ACETATE PULP AND 10,000 WILL BE VISCOSE PULP. TERMS OF SALE ARE CASH-AGAINST-DOCUMENTS WITH 25,000 TONS OF ORDER BEING SHIPPED FAS AND REMAINDER CIF. ENTIRE ORDER WILL COME FROM FIRM'S PRODUCTION FACILITIES IN FERNANDINA, FLA. AND JESSUP, GA.

2. LARGE NEW OSIVIET ORDER MORE THAN DOUBLT 17,000 TONS OF PULP SOVIETS BOUGHT FROM RAYONIER IN 1977. CAMPBELL ATTRIBUTED JUMP IN SOVIET DEMAND TO START UP OF SOVIET ACETATE FLAKE PRODUCTION FACILITY AT FERGANA, UZBEKISTAN, IN MIDDLE OF NEXT YEAR. THIS PLANT, WHICH ACCORDING TO CAMPBELL IS BEING COMPLETED TWO YEARS BEHIND SCHEDULE, IS BEING BUILT WITH THE ASSISTANCE OF ITALIAN CHEMICAL COMBINE MONTEDISON, ALSO A RAYONIER CUSTOMER, WHICH HAS STIPULATED TO SOVIETS THAT RAYONIER PULP BE USED DURING NEW PLANT'S START-UP PHASE.

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RAYONIER'S ORIGINAL ENTRY INTO SOVIET MARKET WAS GIVEN SIMILAR BOOST IN EARLY 1970S BY FRENCH FIRM RHINE-POULENC, WHICH BUILT SIMILAR ACETATE FLAKE PLANT FOR SOVIETS IN YEREVAN AND WHICH ALSO EMPLOYS PULP PRODUCED BY AMERICAN FIRM. CAMPBELL STATED THAT THE QUALITY OF FLAKE PRODUCTION FROM YEREVAN PLANT IS REPORTED TO BE "VERY GOOD."

3. CAMPBELL NOTED THAT HIS FIRM IS THE ONLY U.S. COMPANY CURRENTLY EXPORTING SIGNIFICANT QUANTITIES OF ACETATE AND VISCOSE PULP TO USSR. CURRENT SOVIET IMPORTS OF THESE PRODUCTS FROM WEST ABOUT 150,000 TONS PER YEAR WITH BULK OF THIS FIGURE COMING FROM SWEDEN AND FINLAND.

4. I.T.T. RAYONIER WILL PRESENT TWO-DAY BSP AT USCO ON JANUARY 10-11, 1978. SHOW WILL BE FOLLOW-UP TO HIGHLY SUCCESSFUL BSP HELD IN USCO IN 1975.

5. ALTHOUGH THIS INFORMATION WILL SOON BE PUBLIC KNOWLEDGE, WE ASK THAT IT NOT BE PUBLISHED OR GIVEN GENERAL DISSEMINATION OUTSIDE OF GOVERNMENT WITHOUT I.T.T.-RAYONIER'S SPECIFIC APPROVAL.
TOON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MOSCOW17457
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: n/a
Expiration:
Film Number: D770449-0135
Format: TEL
From: MOSCOW
Handling Restrictions: n/a
Image Path:
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Litigation Codes:
Litigation History:
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
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Retention: 0
Review Action: RELEASED, APPROVED
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Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
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Type: TE
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Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009